67.40/2:906/2

EXPORT BRIEFS

United States Department of Agriculture

Foreign Agricultural Service

These export opportunities for U.S. food & agricultural products have been gathered by agricultural and other U.S. government officers serving abroad. The USDA does not guarantee the reliability of the overseas inquirer. For further information, contact the foreign firm originating the inquiry.

Products Sought by Foreign Buyers

July 3 - 9, 1986

ALKANNA OR ALKANNIN (RED COLOR) (JAPAN). Best quality for use in the manufacture of pharmaceutical products. Five MT per year. Institutional packaging. Immediate delivery by surface shipment. Quote: C&F. Company Background: Importer, establshed in 1982, with total imports of $5 million a year. Bank ref: Taiyo Kobe Bank, Shiba Branch, Tokyo. CONTACT: Mr. Kazutomo Shiode, Ever Ace & Co., Ltd., c/o Mita Kokusai Bldg., 1-4-28, Mita, Minato-ku, Tokyo, Japan. Telex: 02422-725 AISTAR J. Phone: (03)456-2721. (WK 28/TOFAS 0162)

ALMONDS AND OTHER NUTS FROM CALIFORNIA (SWITZERLAND). COMPANY INFORMATION: TYPE OF COMPANY: AGENT, DISTRIBUTOR. MAJOR COMMODITIES TRADED: AQUACULTURAL PRODUCTS, TROPICAL FRUITS. ANY QUANTITY. HIGH QUALITY. DELIVERY: 1986/87. QUOTE: FOB OR CIF, HAMBURG OR ROTTERDAM. BANK REF: UNION BANK OF SWITZERLAND, ZUERICH. CONTACT: MR. WALTER E. REIMERS, GERDEX HANDELS AG, FREIGUTSTRASSE 40, 8002 ZUERICH, SWITZERLAND. TELEX: 815024 DRAS CH. PHONE: (01) 201-33-77. (WK 28/TOFAS 0027)

ANCHOVIES (ITALY). Firm, wanting to represent anchovy buyers in Italy, is seeking a Californian supplier of high-quality salted anchovy fillets. Quality: 38-45 or 46-55 size pieces. Quantity: To be determined. Packaging: 10 kilo tins or 110 kilo barrels. Quote: To be determined. Delivery: To be determined. Bank ref: (1) Banca Commerciale Italiana, Corso Vittorio Emmanuele, 65100 Pescara, Italy; (2) Cassa di Risparmio di Pescara e Loreto Aprutino, Via Nazionale Adriatica, 65100 Pescara, Italy. CONTACT: Mr. Roberto Lafera, LAFERA S.A.S., Via Benedetto Croce 11/c, 65016 Montesilvano (Pescara), Italy. Telex: 602073 LAFERA I. Phone: (085) 837-180. (WK 28/TOFAS 0032)

APPLES (UNITED KINGDOM). WANTS SLICED AND DICED APPLES (FOR PIES). QUANTITY: CONTAINER. QUALITY: BEST. PACKAGING: CANNED, FROZEN, SOLID PACK. DELIVERY: YEAR ROUND. QUOTE: CIF, SOUTH PORTS, ENGLAND. BANK REF: COUTTS & CO, ADELAIDE BRANCH, 440 STRAND, LONDON WC2. CONTACT: MR. A.K. BALLANTINE, A.K. BALLANTINE & CO LTD, SWALLOWFIELDS, GUILDFORD RD, PIRBRIGHT, WOKING, SURREY, UNITED KINGDOM. PHONE: 0486 723 64. (WK 28/TOFAS 0001)

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AIMS

Issued weekly by the Agricultural Information and Marketing Services, Foreign Agricultural Service, USDA, Room 4645-S, Washington, D.C., telephone (202) 447-7103.

BEEF, CHILLED AND FROZEN; LAMB CARCASSES, CHILLED (SAUDIA ARABIA). Quantity: 30-35 MT per week by air and by ship. Quality: 1) Beef hindquarters bone in, shank on, flank off, with 3-5 ribs. 7 cuts frozen or vacuum packed 2) Chilled lamb carcasses. Packaging: Each hindquarter individually wrapped in cotton stockinets (chilled). Frozen meat to be packed in 1 and 1/2 kg. Packing and 25 kgs in each carton. All meat containing minimum fat.+A+ quality. Delivery: Partial shipments every week for chilled meat. Frozen meat by containers by sea, two or three times a month. Other req: Islamic halal certificate in addition to health certificate legalized by the Saudi Consulate. Quote: CIF and C&F. Bank ref: Arab National Bank, Kazan Street Branch, Dammam. CONTACT: Hyderali, Import Manager, Al-Soqair Brothers Co, P.O. Box 7000, Dammam-31452, Saudi Arabia. Telex: 803164 SOQRCO SJ. Phone: 842-7575 and 842-9887. (WK 28/TOFAS 0028)

BEER (JAPAN). One container for trial shipment. Best quality. Retail packaging. Immediate delivery by surface shipment. Quote: CIF. Company Background: Importer, established in 1973, with annual agricultural imports of $25 million. Bank ref: Suruga Bank, Yokohama Branch, Yokohama. CONTACT: Mr. Koshiro Nanri, Export Import Service Center, 1-2, Tokiwa-cho, Naka-ku, Yokohama, Japan. Telex: 3822170 EISC J. Cable: EIS YOKOHAMA. Phone: (045)641-4641. (WK 28/TOFAS 0165)

COMPOUND CATTLE FEED (JAPAN). One container for the first shipment. Best quality pellets made from mixture of alfalfa, lupine, corn, etc. Institutional packaging. Immediate delivery by surface shipment. Quote: FOB and/or CIF. Company Background: Importer, established in 1980, with agricultual imports of $750,000 a year. Bank ref: Hokkaido Sogo Bank, Main Office, Sapporo. CONTACT: Mr. Hirotaka Gion, c/o Doi Bldg, Nishi 6-chome, Minami 2-jyo, Chuo-ku, Sapporo-shi, Japan. Telex: 0934303 TAG J. Cable: GION. Phone: (011)222-1591. (WK 28/TOFAS 0168)

DRIED FRUITS FROM CALIFORNIA (SWITZERLAND). COMPANY INFORMATION: TYPE OF COMPANY: AGENT, DISTRIBUTOR. MAJOR COMMODITIES TRADED: AQUACULTURAL PRODUCTS, TROPICAL FRUITS. QUANTITY: NOT YET FIXED. HIGH QUALITY. DELIVERY: 1986/87. QUOTE: FOB OR CIF, HAMBURG OR ROTTERDAM. BANK REF: UNION BANK OF SWITZERLAND, ZUERICH. CONTACT: MR. WALTER E. REIMERS, GERDEX HANDELS AG, FREIGUTSTRASSE 40, 8002 ZUERICH, SWITZERLAND. TELEX: 815024 DRAS CH. PHONE: (01) 201-33-77. (WK 28/TOFAS 0028)

EDIBLE NUTS - PEANUTS (PORTUGAL). Quantity: 1 container. Quality: Virginia Jumbo, Virginia Fancy, Virginia Extra Large, Virginia Medium, Virginia # 1, Virginia # 2, Runner Jumbo, Runner Medium, Runner # 1, Runner Splits, Spanish Jumbo, Spanish # 1, Spanish Splits, quotation for inshell, shelled, skinned. Packaging: standard bags. Delivery: immediately after contracting. Quote: CIF Lisbon. Bank ref: Banco Portugues do Atlantico, Av. 5 de Outubro, 137 A/C, Campo Pequeno, Lisbon. CONTACT: Jose Guedes, Goncalves, Fonseca & Cia. Lda., P.O. Box 4003, 1501 Lisboa Codex, Portugal. Telex: 12212 GOSECA P. Cable: GONSECA - LISBON. Phone: 77 08 17 or 77 08 23. (WK 28/TOFAS 0471)

FAVA BEANS (QATAR). LARGE SIZE FOOD IMPORTER/DISTRIBUTOR SEEKS U.S. SUPPLIERS. QUANTITY: TO BE DECIDED. QUALITY: HIGHEST. PACKAGING: RETAIL SIZE CANS. DELIVERY: ASAP. OTHER REQUIREMENTS: FULL ENGLISH/ARABIC OR ONLY ARABIC LABELS INCLUDING PRODUCTION/EXPIRY DATES REQUIRED. QUOTE: C&F DOHA, QATAR. BANK REF: ALMASHREK BANK, DOHA. CONTACT: MR.ZEID ABU-SHAKRA, FRIENDLY FOOD QATAR, P.O.BOX 6385, DOHA, QATAR. TELEX: 4634 SHAKRA DH. PHONE: 427308. (WK 28/TOFAS 0172)

FEED CORN (WEST GERMANY). Quantity: 200,000 MT. Quality: not specified. Packaging: in bulk. This importer acts on behalf of a friend. Goods destined for Egypt. Telex offers should be sent to telex number 604272 in Jeddah (contact: Mr. Talal Hammad). Delivery: ASAP. Quote: C&F Alexandria. Bank ref: Deutsche Bank AG, 1000 Berlin. CONTACT: Mr. Hammoudeh, Messrs. Hammoudeh, Waldsassener Str. 28, D-1000 Berlin 48, West Germany. Phone: (030) 7117858. Telex: 604272. (WK 28/TOFAS 0072)

FRESH RASPBERRIES, BLACKBERRIES, KIWIFRUITS AND PINEAPPLES (WEST GERMANY). Quantity: to be determined. Quality: fancy, U.S. standard A. Packaging: in boxes. Other: This company is a very well-known German firm. Delivery: ASAP. Quote: CIF Rotterdam. Bank ref: Bankhaus Lampe, 4800 Bielefeld, West Germany. CONTACT: Mr. Muschter, Dr. Oetker Tiefkuehlkost, Arthur-Ladebeck-Strasse 100, D-4800 Bielefeld 14, West Germany. Phone: (0521) 1550 2640. Telex: 932431. (WK 28/TOFAS 0067)

FROZEN ALASKA POLLACK FILLETS (WEST GERMANY). Quantity: to be determined. Quality: U.S. Grade A, boneless. Packaging: interleaved, frozen in blocks weighing 16.5 lbs each. Other: This company was founded in 1966. Acts as importer, exporter, distributor and processor. Goods destined for Germany and European Community. Delivery: ASAP. Quote: CIF German Port or FOB. Bank ref: Commerzbank AG, 2850 Bremerhaven. CONTACT: Mr. Heinz, Flamingo Fisch GmbH & Co KG, Postfach 290 165, D-2850 Bremerhaven 29, West Germany. Phone: (0471) 71094. Telex: 231614. (WK 28/TOFAS 0069)

FROZEN BLUEBERRIES (WEST GERMANY). Quantity: to be determined. Quality: Grade B or better. Packaging: in boxes. Company was founded in 1774; acts as importer; goods destined for European Community. Delivery: ASAP. Quote: CIF Rotterdam or FOB in containers. Bank ref: Westdeutsche Landesbank, 4400 Muenster. CONTACT: Mr. Fritz, Central Import Muenster GmbH, Albersloher Weg 194, D-4400 Muenster, West Germany. Phone: (0251) 696 442. Telex: 892749. (WK 28/TOFAS 0068)

FROZEN BROCCOLI AND LEAF SPINACH (WEST GERMANY). Quantity: to be determined. Quality: fancy, U.S. standard A. Packaging: in little boxes. Company is a very well-known German firm. Delivery: ASAP. Quote: CIF Rotterdam. Bank ref: Bankhaus Lampe, 4800 Bielefeld. CONTACT: Mr. Muschter, Dr. Oetker Tiefkuehlkost, Arthur-Ladebeck-Strasse 100, D-4800 Bielefeld 14, West Germany. Phone: (0521) 1550 2640. Telex: 932431. (WK 28/TOFAS 0066)

FROZEN CHICKENS (EGYPT). Quantity: 3,000 MT. Quality: U.S. Grade A. Quote: CIF Alexandria - under the Export Enhancement Program. CONTACT: Mr. Maher A. Dahab, Zayan Company, 36, Kaid Gohor Street, Alexandria, Egypt. Phone: 803376 or 26900. Telex: 92326 ZAYAN UN or 93111 BASEM UN. (WK 28/TOFAS 0093)

FROZEN CRABMEAT, SMOKED SALMON (WEST GERMANY). Quantity: 20 MT per month. Quality: first quality. Packaging: crabmeat: frozen in boxes, smoked salmon: normal packaging. Other: This company is a large and well established importer of marine products; goods destined for European Community. Delivery: ASAP. Quote: CIF Northern Germany. Bank ref: Deutsche Bank AG, 2000 Hamburg. CONTACT: Mr. Manfred Maxein, Maxein International, Postfach 71 02 48, D-2000 Hamburg 71, West Germany. Phone: (040) 6402661 or 6406364. Telex: 2174805. (WK 28/TOFAS 0071)

FROZEN FRUIT PASTE, PULP AND PUREE (JAPAN). Specific quantities and delivery schedule to be determined later. Institutional packaging. Quote: C&F. Company Background: Importer, established in 1961, with annual agricultural imports of $15 million a year. Bank ref: Fuji Bank, Kanda Branch, Tokyo. CONTACT: Mr. Toshinori Anzai, Eiko Boeki Kaisha, Ltd., 9-14, 2-chome, Uchikanda, Chiyoda-ku, Tokyo, Japan. Telex: J 24753 GLORYLIT. Cable: GLORYLIGHT TOKYO. Phone: (03)256-4561. (WK 28/TOFAS 0163)

FROZEN PIE DOUGH AND BREAD DOUGH (JAPAN). Specific quantities and delivery schedule to be decided later. Institutional packaging. Quote: C&F. Company Background: Importer, established in 1977, with annual agricultural imports of $700,000. Bank ref: Taiyo Kobe Bank, Takarazuka Branch, Takarazuka-shi. CONTACT: Mr. Kotaro Doi, K.K. Cosmo, 10-25, 3-chome, Nigawakita, Takarazuka-shi, Hyogo-ken, Japan. Telex: 5254358 WATMAC J (Attn.: Mr. Doi, K.K. Cosmo). Phone: (0798)51-2158. (WK 28/TOFAS 0169)

FROZEN YOGHURT (SINGAPORE). Company seeks reliable U.S. suppliers manufactures of soft serve frozen yoghurt. Quantity: about 2 MT per annum to start with. Quality: grade A. Packaging: cartons. Delivery: by November 1986. Other req: promotional literature for retail use and assistance in marketing if possible. Quote: C&F Singapore. Bank ref: Bank of America, Clifford Centre, Raffles Place. CONTACT: N S Aurora, Malaya Thai Commercial Co, 111 Arab Street, Singapore 0719. Telex: RS22218 MATHAI. Phone: 2933143/2966352. (WK 28/TOFAS 0080)

GRAPE SEED OIL (JAPAN). Specific quantities and delivery schedule to be decided later. Best quality. Institutional packaging. Quote: C&F. Company Background: Importer/Wholesaler, established in 1945, with total annual imports and sales of $60 million. Bank ref: Kyowa Bank, Nihonbashi Branch, Tokyo. CONTACT: Mr. Hideo Takayama, Kawaken Fine Chemicals Co., Ltd., c/o Ogura Bldg., 6-6, Kobuna-cho, Nihonbashi, Chuo-ku, Tokyo, Japan. Telex: 252-2326 FINETK J. Phone: (03)663-9521. (WK 28/TOFAS 0161)

HEALTH FOOD (SINGAPORE). Company with annual sales volume in the range of US $25,000,000 - 50,000,000 seeks reliable U.S. suppliers of health food. Has been in business since 1982. Quantity: Wholesale. Quality and packaging: not specified. Delivery: 2 weeks. Other req: Need nutritional analysis. Bank ref: United Commercial Bank. CONTACT: Mr. Pugalenti, ASR Enterprises, Block 60B Martin Road #13-04, Singapore 0923. Phone: 7324644. (WK 28/TOFAS 0081)

HORSE HINDQUARTERS FRESH, PISTOLA CUT, DEBONED HORSE HINDQUARTERS, VACUM PACKED (ITALY). COMPANY INFO: TYPE OF COMPANY: AGENT. MAJOR COMMODITIES TRADED: MEAT. ANNUAL SALES VOLUME: MORE THAN US $ 1 MILLION. QUANTITY: 3 TO 5 CONTAINERS PER WEEK. QUALITY: DIFFERENT QUALITIES. PACKAGING: STOCKINET VACUM. DELIVERY: WEEKLY. OTHER REQ: PLS QUOTE DIFFERENT QUALITIES, ALL SHIPMENTS ARE BOUND FOR ITALY. QUOTE: CIF ITALIAN AIRPORTS. BANK REF: BANCA DEL GOTTARDO, VIA LIVIO 12, 6830 CHIASSO. TELEX: 842589. PHONE: (91) 44-83-23 OR 44-83-24. (WK 28/TOFAS 0033)

HORSE MEAT (BELGIUM). Wants horse meat. Quality: pistolas, boneless, packed in cartons of 50 kg minimum, 6 pieces per carton (inside 6 thick flank, outside rump sirloins and fillets), heavy cod. Co. established in 1956. Quote: CIF/Antwerp. CONTACT: Mr. De Nil Armand, De Nil and Zoon pvba, Kleinhulst 16, B-9160 Hamme a/d Durme, Belgium. Phone: 52/ 47.73.42. Telex: 63027 DE NIL B. (WK 28/TOFAS 0037)

INSTANT COFFEE AND TEA (JAPAN). Two metric tons for the first shipment. Best quality. Retail packaging. Immediate delivery by surface shipment. Quote: CIF. Company Background: Importer, established in 1973, with annual agricultural imports of $25 million. Bank ref: Suruga Bank, Yokohama Branch, Yokohama. CONTACT: Mr. Koshiro Nanri, Export Import Service Center, 1-2, Tokiwa-cho, Naka-ku, Yokohama, Japan. Telex: 3822170 EISC J. Cable: EIS YOKOHAMA. Phone: (045)641-4641. (WK 28/TOFAS 0164)

LIVE LOBSTERS (JAPAN). Three metric tons per month. Best quality. Appropriate packaging. Immediate delivery by air shipment. Quote: CIF. Company Background: Importer/Wholesaler, established in 1951, with total annual imports and sales of $40 million. Bank ref: Kyowa Bank, Main Office, Tokyo. CONTACT: Mr. James D. Mahoney, Stella Co., Ltd., c/o G. S. Heim Shiba Daimon 201, 2-1-18, Shiba Daimon, Minato-ku, Tokyo, Japan. Telex: 2228464 TOPTRV J. Phone: (03)434-2807. (WK 28/TOFAS 0171)

LIVE, BULL FROGS (HONG KONG). Quantity: 200/300 pairs, live, female and male in equal quantity. Quality: live, for breeding purpose in Zhejiang Province, The People's Republic of China. Packaging: by air transport-worthy packages. Delivery: prompt. Other req: health certificate by U.S.A. Authority. Sunlight Trading Company, established in 1952, and specializing in seafood and food products. Sourcing bull frogs for buyer in PRC. Quote: CIF Shanghai, PRC. Bank ref: Nanyang Commercial Bank Ltd., Des Voeux Road, C., Hong Kong. CONTACT: Mr. Wang Hsiao Yu, Sunlight Trading Company (H.K.) Ltd., G.P.O. Box 2637, Winner Building 6th Floor-H, D'Aguilar St, Hong Kong. Telex: 63817 HX HUAHA. Cable: 'CENGLOV'. Phone: 5-234264. (WK 28/TOFAS 0074)

MAPLE SEED (ACER SACCHARUM) (NEW ZEALAND). FINANCE WING OF LARGE PASTORAL COMPANY WITH EXTENSIVE BUSINESS IN AUSTRALIA AND NEW ZEALAND. QUANTITY: 50,000 SEEDS (APPROX. 10 LB). QUALITY: HIGH SUGAR CONTENT TREE SEED TO WITHSTAND CONTINENTAL CLIMATE - EXTREME COLD IN WINTER AND 100 DEGREES FARENHEIT IN SUMMER. PACKAGING: CARTONS (CONTAINING PLASTIC BAG OR AIRMAIL BAG). DELIVERY: JULY/AUGUST. QUOTE: C&F. BANK REF: A.N.Z., INVERCARGILL. CONTACT: LEONIE HISHON, ELDERS PASTORAL, P.O. BOX 812, INVERCARGILL, SOUTHLAND, NEW ZEALAND. TELEX: NZ5272 ELDINZ. PHONE: (021) 81979. (WK 28/TOFAS 0070)

MARGARINE (PURE VEGETABLE OIL) (EGYPT). Quantity: one container (20-25 MT). Quality: pure vegetable oil margarine for pastry with high melting point and low melting point for cake production. Quote: CIF Alexandria. Delivery: ASAP. CONTACT: Mr. Ahmed Allam, Marhabah Company, 17, Amin Zaki Street, Heliopolis, Cairo, Egypt. Phones: 941478 or 665827 or 662257. Telex: 21918 SONRA UN. (WK 28/TOFAS 0094)

MUNG AND KIDNEY BEANS, YELLOW SPLIT AND BLACK-EYE PEAS (QATAR). LARGE SIZE FOOD IMPORTER/DISTRIBUTOR SEEKS U.S. SUPPLIERS. QUANTITY: TO BE DECIDED. QUALITY: HIGHEST. PACKAGING: RETAIL SIZE NYLON BAGS. DELIVERY: ASAP. OTHER REQ: FULL ENGLISH/ARABIC OR ONLY ARABIC LABELS INCLUDING PRODUCTION/EXPIRY DATES REQUIRED. QUOTE: C&F DOHA, QATAR. BANK REF: ALMASHREK BANK, DOHA. CONTACT: MR.ZEID ABU-SHAKRA, FRIENDLY FOOD QATAR, P.O.BOX 6385, DOHA, QATAR. TELEX: 4634 SHAKRA DH. PHONE: 427308. (WK 28/TOFAS 0173)

PEANUTS (UNITED ARAB EMIRATES). GULFCO, ONE OF U.A.E.'S LARGEST FOOD IMPORTERS REQUESTS OFFERS. QUANTITY: 200 TONS ANNUALLY TO BE SHIPPED BY CONTAINERS IN PARTIAL MONTHLY SHIPMENTS. QUALITY: GOOD QUALITY SHELLED PEANUTS WITH SKIN. SIZE: 38-42 AND 24-28. PACKAGING: 35 KILO BAGS. DELIVERY: ASAP. QUOTE: C&F DUBAI, U.A.E. BANK REF: ARAB BANK LIMITED. CONTACT: MR.NASER ALI ODEH, GULF TRADING AND REFRIGERATING LTD., P.O. BOX 1003, DUBAI, UNITED ARAB EMIRATES. TELEX: 45523 GULFO EM. CABLE: GULFCO. PHONE: 471400/473185. (WK 28/TOFAS 0170)

PINK GRAPEFRUIT SEGMENTS IN CANS (SWITZERLAND). QUANTITY: 1 CONTAINER 20-FT. PACKAGING: PREFERRABLY 5 KILO CANS. DELIVERY: ASAP. COMPANY INFORMATION: TYPE OF COMPANY: DISTRIBUTOR. MAJOR COMMODITIES TRADED: PREPARED FOODSTUFFS. IN BUSINESS SINCE: 1910. ANNUAL SALES VOLUME: MORE THAN US$ 1 MILLION. QUOTE: CIF U.S. OR FOB EUROPEAN PORTS. BANK REF: SWISS CREDIT BANK, 8000 ZUERICH. CONTACT: MR. GEORGES HEIM, GUSTAV GEHRIG AG, P.O. BOX 163, 8035 ZUERICH, SWITZERLAND. TELEX: 55305. PHONE: (1) 362-00-62. (WK 28/TOFAS 0034)

POPCORN (PORTUGAL). Quantity: One container. Quality: yellow popcorn. Packaging: Standard bags. Delivery: immediate after contracting. Quote: CIF Lisbon. Bank ref: Banco Portugues do Atlantico, Av. 5 de Outubro, 137 A/C, Campo Pequeno, Lisbon. CONTACT: Jose Guedes, Goncalves, Fonseca & Cia. Lda, P.O. Box 4003, 1501 Lisboa Codex, Portugal. Telex: 12212 GOSECA P. Cable: GONSECA - LISBON. Phone: 77 08 17 or 77 08 23. (WK 28/TOFAS 0471)

PRE-COOKED BREAD DOUGH, FROZEN (BELGIUM). Wants bread dough. Quality: pre-cooked, totally ready for use, frozen. Quantity: 100 MT (on a trial basis) important quantities in future. Packaging: to be specified in offer. Quote: FOB and CIF/Antwerp. Delivery: very urgent, wishes to receive offers ASAP by telex: 64071 IRLAC B. CONTACT: Ms. Van Heel, Irlac International sprl, Ave Fr. Roosevelt 92, B-1050 Brussels, Belgium. Telex: 64071 IRLAC B. Phone: 2/640.70.06. (WK 28/TOFAS 0036)

PREPARED ANIMAL AND POULTRY FEEDS (UNITED KINGDOM). WANTS SOYMEAL, SOYA PELLETTES, PEANUT CRUSHING STOCK, PEANUT MEAL, FISHMEAL, DEGERMED YELLOW MAIZE GRITS, PRE-MIXED POULTRY FEEDS, BONEMEAL, MALTED BARLEY, HOP EXTRACTION. QUANTITY: SUBSTANIAL REGULAR ORDERS. QUALITY: ALL FOR ANIMAL CONSUMPTION. PACKAGING: IN 50 KILOGRAM POLY BAGS - LARGER ORDERS - BULK. DELIVERY: MONTHLY SHIPMENTS. QUOTE: FOB NOMINATED PORT - ALSO SAMPLES REQUIRED. BANK REF: NATIONAL WESTMINSTER BANK, 209 PICCADILLY, LONDON W1. CONTACT: DR. GARY K. BUSCH, MELEX INTERNATIONAL LTD, 43/44 NEW BOND STREET, LONDON W1, UNITED KINGDOM. PHONE: 01 4918626. TELEX: 8950972. (WK 28/TOFAS 0348)

RED CEDAR LUMBER (ROUGH GREEN) AND MAPLE AND WALNUT BURLS (JAPAN). One container for the first shipment. Best quality. Appropriate packaging for export. Immediate delivery by surface shipment. Quote: FOB. Company Background: Importer, established in 1918, with agricultural imports of $500,000 a year. Bank ref: Jyuroku Bank, Atsuta Branch, Nagoya. CONTACT: Mr. Ryutaro Nakagawa, Gifu Mokuzai Co., Ltd., 4-8, Senraku-dori, Minami-ku, Nagoya-shi, Japan. Cable: GMNAKAGAWA NAGOYA. Phone: (052)692-0163. (WK 28/TOFAS 0170)

SEEDS AND SEEDLINGS OF ORNAMENTAL PLANTS; CUT AND/OR DRIED ORCHID FLOWERS (JAPAN). One metric ton for seeds. 80,000 seedlings and flowers per week. Best quality. Appropriate packaging for export. Immediate delivery by surface shipment for seeds and air shipment for seedlings and flowers. Quote: C&F. Company Background: Importer/Wholesaler, established in 1976, with annual agricultural imports and sales of $9 million. Bank ref: Taiyo Kobe Bank, Roppongi Branch, Tokyo. CONTACT: Mr. Masayuki Morikawa, Flora International Co., Ltd., c/o., Elsa Bldg., 3-13-12, Roppongi, Minato-ku, Tokyo, Japan. Telex: J. 23922 UNIMEX. Cable: FLORAUNI. Phone: (03)470-5601. (WK 28/TOFAS 0167)

SHELLED ALMONDS AND PISTACHIOS (UNITED ARAB EMIRATES). GULFCO, ONE OF U.A.E.'S LARGEST FOOD IMPORTERS REQUESTS OFFERS. QUANTITY: ALMONDS: SIX 20-FT. CONTAINERS ANNUALLY; PISTACHIOS: 50 TONS ANNUALLY. QUALITY: GOOD QUALITY. ALMONDS: WITH SKIN SIZE 20-22 AND 22-24; PISTACHIOS: 5 PCT BROKENS, UNSALTED, OPENED SHELL, SIZE: 26-28. SUPPLIERS CAN ALSO QUOTE FOR OTHER SIZES. PACKAGING: 35 KILO BAGS. DELIVERY: ASAP. QUOTE: C&F DUBAI, U.A.E. BANK REF: ARAB BANK LIMITED, DUBAI. CONTACT: MR. NASER ALI ODEH, GULF TRADING AND REFRIGERATING LTD., P.O. BOX 1003, DUBAI, UNITED ARAB EMIRATES. TELEX: 45523 GULFO EM. CABLE: GULFCO. PHONE: 471400/473185. (WK 28/TOFAS 0171)

SHELLED ALMONDS AND PISTACHIOS (QATAR). LARGE SIZE FOOD IMPORTER/DISTRIBUTOR SEEKS U.S. SUPPLIERS. QUANTITY: PALLET LOADS. QUALITY: HIGHEST QUALITY SHELLED SALTED AND UNSALTED ALMONDS AND PISTACHIOS. PACKAGING: RETAIL SIZE CANS AND JARS. DELIVERY: ASAP. OTHER REQ: FULL ENGLISH/ARABIC OR ONLY ARABIC LABELS INCLUDING PRODUCTION/EXPIRY DATES REQUIRED. QUOTE: C&F DOHA, QATAR. BANK REF: ALMASHREK BANK, DOHA. CONTACT: MR. ZEID ABU-SHAKRA, FRIENDLY FOOD QATAR, P.O.BOX 6385, DOHA, QATAR. TELEX: 4634 SHAKRA DH. PHONE: 427308. (WK 28/TOFAS 0174)

SHELLFISH--FRESH/CHILLED (UMS; CRABS AND CRAB RELATED PRODUCTS, POLLACK, FILLETS SKINLESS - MOST TYPES OF FROZEN SHELLFISH (UNITED KINGDOM). QUANTITY: 2,400 MT PER YEAR. QUALTIY: A GRADE ONLY - FROZEN. PACKAGING: FROZEN. DELIVERY: ASAP. QUOTE: UK PORT. BANK REF: TRUSTEE SAVINGS BANK, 2-3 CENTRAL SQUARE,, MAGHULL, LIVERPOOL L31 0. CONTACT: MR. TIM HOWARTH/DAVID WELSH, NOR'WEST SEAFOODS, 157 COLLEGE ROAD, CROSBY, LIVERPOOL L23 3AS, UNITED KINGDOM. PHONE: 051 931 2022/3/4. TELEX: 628253. (WK 28/TOFAS 0002)

SOYBEAN OIL AND JOJOBA OIL (JAPAN). One container for the first shipment. Best quality. Institutional packaging. Immediate delivery by surface shipment. Quote: FOB and/or C&F. Company Background: Importer, established in 1984, with agricultural imports of $2.5 million a year. Bank ref: Sanwa Bank, Asagaya Branch, Tokyo. CONTACT: Mr. Masamichi Onishi, First International Corporation, c/o Yamako Bldg., 3-1-22, Asagayaminami, Suginami-ku, Tokyo, Japan. Telex: J34557 FIRSTCO. Phone: (03)391-5331. (WK 28/TOFAS 0166)

TEXAS GRAPEFRUITS (SWITZERLAND). COMPANY INFORMATION: TYPE OF COMPANY: AGENT, DISTRIBUTOR. MAJOR COMMODITIES TRADED: AQUACULTURAL PRODUCTS, TROPICAL FRUITS. QUANTITY: 250 CONTAINERS. QUALITY: HARVESTED BEFORE CHILL. DELIVERY: 1986/87. OTHER REQ: TEXAS GRAPEFRUITS ONLY. QUOTE: FOB OR CIF, HAMBURG OR ROTTERDAM. BANK REF: UNION BANK OF SWITZERLAND, ZUERICH. CONTACT: MR. WALTER E. REIMERS, GERDEX HANDELS AG, FREIGUTSTRASSE 40, 8002 ZUERICH, SWITZERLAND. TELEX: 815024 DRAS CH. PHONE: (01)-77. (WK 28/TOFAS 0026)

TOMATOES (HONG KONG). Hong Kong trading company established in 1974. Quantity: Min. 1 Container. Quality: for fresh consumption. Packaging: seller's specification. Delivery: prompt. Quote: CIF London per 20' or 40' container. Bank ref: The Standard Chartered Bank, Des Voeux Road, Central, Hong Kong. CONTACT: Mr. W. Lanka, Asia Agencies Ltd., Hong Kong House, 12/F Wellington St., Hong Kong. Telex: 76010 AAAHK HX. Phone: 5-223007. (WK 28/TOFAS 0075)

VARIETY MEATS (BEEF AND PORK, TONGUE, LIVER ETC (UNITED KINGDOM). QUANTITY: CONTAINER LOAD. QUALITY: 1ST GRADE. PACKAGING: 15 OR 30 KG CARTONS. DELIVERY: WHEN AVAILABLE. QUOTE: UK PORT. BANK REF: MIDLAND BANK PLC, 20 EASTCHEAP, LONDON EC3. CONTACT: MR. J.A. COOK, A.J. MILLS & CO LTD, HILLSDOWN HSE, 32 HAMPSTEAD, HIGH ST, LONDON NW3 1QD, UNITED KINGDOM. PHONE: 01 794 0677. TELEX: 297228. (WK 28/TOFAS 0356)

VEGETABLE OIL (EGYPT). Tender No. 1 (1986/87). Quantity: 45,000 MT, (A) 40,000 MT in bulk cottonseed oil. Quality: semi-refined/PBSY or crude sunflower oil. Shipment: to arrive Egyptian Ports in 2 shipments during the second half of September 1986 and the first half of October 1986. (B) 5,000 MT. Quality: fully refined in steel drums cottonseed oil or sunflower oil. Shipment: to arrive in September 1986. Offers: to be accepted latest 12 Noon (Cairo time) on July 21, 1986. CONTACT: Purchasing Committee for fats and oils, Chairman/Purchasing Cmt., General Authority for Supply C, 24, Gomhouria Street, Cairo, Egypt. Telex: 92062 ESTRAM UN. Phone: 924488. (WK 28/TOFAS 0099)

WHITE FISHMEAL (WEST GERMANY). Quantity: to be determined. Quality: minimum protein 64%. Packaging: in 50 kg bags. Other: This company was founded in 1976; acts as importer and exporter. This order is destined for Taiwan. Delivery: ASAP. Quote: FOB. Bank ref: Mees & Hope, 2000 Hamburg. CONTACT: Mr. Schmidt, Nahrimex Im- und Export Gesellschaft mbH, Winsbergring 28, D-2000 Hamburg 54, West Germany. Phone: (040) 850 30 66. Telex: 214922. (WK 28/TOFAS 0065)

MARKETING DEVELOPMENT ACTIVITIES

Emerging Agricultural Marketing Opportunities in the Pacific Rim: A recently released study by the Foreign Agricultural Service assesses emerging agricultural trade opportunitites in twelve countries comprising the Pacific Rim. (Consists of Australia, China, Hong Kong, Indonesia, Japan, South Korea, Malaysia, New Zealand, the Philippines, Singapore, Taiwan and Thailand). Countries in the Pacific Rim have emerged during the last decade as one of the world's largest trading blocs recently importing between $42-44 billion in agricultural commodities.

Targeted at a wide audience in the export community, the paper progressively disaggregates the trade data along bulk/value-added lines in a manner that facilitates a comprehensive understanding of the region's agricultural trade. The study includes narrative analysis and commodity trade statistics covering 126 products imported by the Pacific Rim countries.

The study is available in paper or disk form. The cost of each is $30.00 or $50.00 for both paper and disk. To order the paper send a check or money order made payable to FOREIGN AGRICULTURAL SERVICE-USDA to:

Pacific Rim Staff Paper
Foreign Agricultural Service
AIMS Program, Rm 4649-S
Washington, D.C. 20250
Telephone: (800) FAS-AIMS/(800) 327-2467

Marketing Opportunity for Fruits and Vegetables

The Singapore Fruits and Vegetables Importers and Exporters Association is sponsoring the FRUIT & GREENS '86 Exhibition, to be held in Singapore October 23-26 this year at the Mandarin Hotel in Singapore. The exhibition is the first of its kind in the Southeast Asian region and will feature fruit and vegetables (fresh, dried, preserved, canned) nuts and seeds, juices, natural products, flowers, and flora.

Singapore's strategic location provides an excellent gateway to the Asian Pacific region plus the opportunities to penetrate new markets in the region. Further, its excellent sea port facilities and up-to-date equipment makes it an ideal transshipment and distribution center.

The South East Asian market for fruits and vegetables is large. In 1983, Singapore imported $107 million worth of fresh fruit and $50 million worth of fresh vegetables. In the same year, Hong Kong imported $168 million worth of fresh fruit and $96 million worth of vegetables.

For more information on this opportunity, including an application for space, contact:

EXPORT PROGRAMS DIVISION
Foreign Agricultural Service
Room 4944-South
Washington, D.C. 20250
ATTN: Fruit & Greens
Tel. (202) 447-3031

Marketing Announcements

Marketing briefs are periodically prepared by the Agricultural Trade Offices. They serve as short overviews of individual commodity markets. The guides are designed for trade visitors. The most recent marketing briefs available are as follows:

Market Briefs by Country/Subject

UNITED KINGDOM:

1. Peanuts
2. Kiwifruit
3. Petfood
4. Meats
5. Raspberries
6. Sunflower Seeds
7. Garlic
8. Wine
9. Pulses
10. Consumer Cooking Oils
11. Pineapple Juice
12. Cigars
13. Honey, Beeswax/Royal Jelly
14. Pistachios
15. Fresh Water Fish
16. Asparagus
17. Cherries
18. Avocados
19. Plums
20. Furskins
21. Strawberries
22. Beer
23. Sweet Peppers
24. Chili Peppers
25. Mangoes
26. Grocery Retailing
27. Apples
28. Grapes
29. Pears
30. Food Processing/Servicing Ma
31. Peaches
32. Almonds
33. Walnuts
34. Rice
35. Onions
36. Carrots/Turnips
37. Raisins
38. Health Food Market
39. Melons
40. Dried Beans
41. Potted Plants

EGYPT:

1. Vegetable Seeds

JAPAN:

1. Popcorn
2. Maple Syrup

WEST GERMANY:

1. Frozen Foods
2. Pistachios
3. AQUACULTURE - Potential Market
4. Frozen Blueberries
5. Chanterelle Mushrooms
6. Chocolate, Candy, Sweets
7. Essential oils
8. Canned Sweet Corn
9. Maple Syrup

SINGAPORE:

1. Fresh Fruits
2. Fresh vegetables
3. Poultry, Meat/Fish
4. Changing Food Shopping Habits
5. Agricultural Air Cargo

THAILAND:

1. Apples
2. Cherries
3. Raisins
4. Pears
5. Nuts

CANADA:

1. Structural Changes in Retail Grocery Product Marketing

HONG KONG:

1. The Market for U.S. Agricultural Commodities
2. Fresh Fruits
3. Meat
4. Soybean
5. Rice
6. Food Retailing
7. Wine

If you wish to order specific guides, please write or phone the following Division:

USDA/FAS/Export Programs Division
Room 4944 So. Bldg.
Washington, D.C-20250
(202) 382-9509 or 447-3031

INTERNATIONAL FOOD AND DRINK EXHIBITION

The Foreign Agricultural Service will sponsor a U.S. Pavilion at the 5th Biennial International Food and Drink Exhibition (IFE '87), February 1-5, 1987, in London, England.

IFE '87 will provide the opportunity for 1,200 firms and organizations from 42 countries to exhibit their product lines to some 43,000 trade visitors. Buyers from Europe, the Persian Gulf States, North Africa, and Asia representing import, wholesale, retail, hotel/restaurant, and institutional sectors are expected.

The products identified as having good potential for the markets represented at IFE '87 include: frozen food; wine and beer; delicatessen and fine food items; beverages; snack and dietetic products (e.g. syrups, sauces, cookies, snack bars and crackers); health foods; dried fruits; fresh fruit; and new products and/or processes.

The U.S. National Pavilion will feature 25 booths at IFE '87. U.S. exhibitors will receive a variety of services including assistance in booth preparation, product shipping, customs clearance, and pre-show product publicity. For details concerning participation in IFE '87, please call Willis Collie, AIMS Program, Foreign Agricultural Service, (202) 447-7103.

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